

THE IVY NETWORK CORPORATION

242 - A YALE STATION • NEW HAVEN, CONN. 06520 • (203) 787-0711

S. L. MAIER
PRESIDENT

MARK J. HOFFMAN
SECRETARY - TREASURER

June 15th, 1971

Mr. Jeff Fannon
Campus Media, Inc.
165 West 46th Street
New York, New York 10036

Dear Jeff:

Things have come to a pretty pass, as I'm sure you know. Frankly, what it boils down to is that we're out a lot of money— almost \$8,000.

You are probably aware that we pay our stations three times a year for the spots that they have run whether or not this office has actually collected the money due to slow payment or whatever. We consider this essential to good business relations with our stations, especially with some of the smaller stations staffed with volunteer students that are in our network.

You can see that if we continue to pay stations, but not collect, we end up out of money. While there is some provision made for this in our corporate set-up, we do anticipate eventual collection to cover us. At present, Campus is way behind.

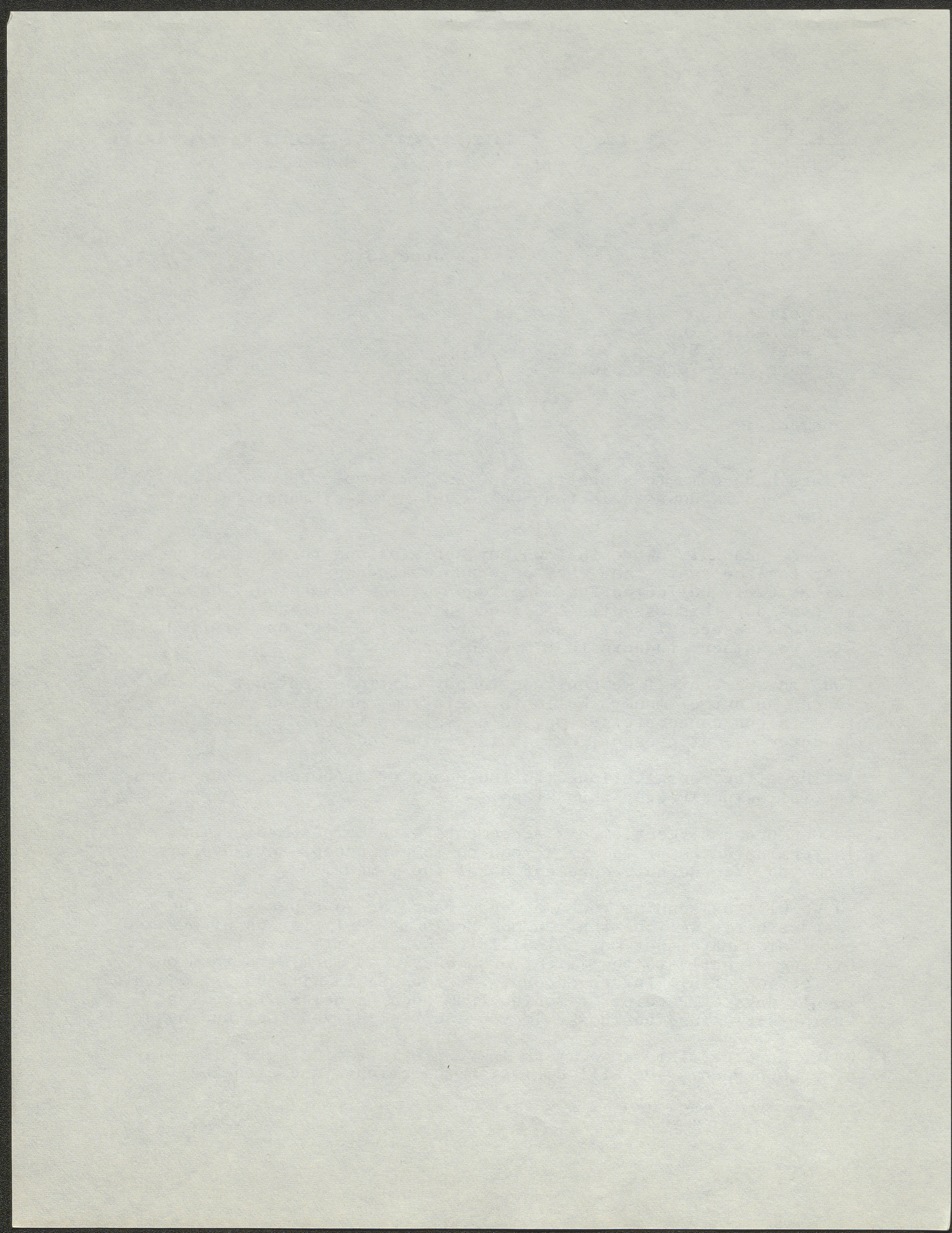
Acting after consultation with the Board of Directors, I've taken the following irreversible steps:

- 1) Our present "gentlemen's agreement" with Campus Media, Inc., is terminated as of today. We can no longer accept any advertising from you. You do not represent us at the moment.
- 2) We will be sending you a new contract for your perusal. The essence of it will be that Campus Media may sell for us at a fixed commission rate, but may not bill for us. We will do all further billing directly to the client or agency, and work with them on collection of all future accounts. Campus Media will be paid within twenty days of receipt of monies from such agencies. If we lose business, we lose business. If you don't sign, you lose business.
- 3) We have retained a New York lawyer to investigate the issue of overdue accounts. He will deal with the clients and agencies

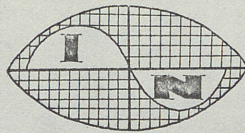
WHERE FUTURE AMERICA LISTENS AND LEARNS:

BROWN: WBRU	COLUMBIA: WKCR	CORNELL: WVBR	HARVARD: WHRB
DARTMOUTH: WDCR	PENNSYLVANIA: WXPB	PRINCETON: WPRB	YALE: WYBC
WESLEYAN: WESU	UNION COLLEGE: WRUC	MIT: WTBS	WILLIAMS COLLEGE: WMS
BOSTON UNIVERSITY: WTBU	LEHIGH: WLRN	RUTGERS: WRSU	BOSTON COLLEGE: WVBC

AND AFFILIATED STATIONS



Jeff Fannon, page two



that owe us money. Perhaps we'll all get some service. He will contact you after he finishes that work and consultation with our Connecticut lawyer.

4) If any irregularities are discovered, we will then bring suit against any and all parties responsible. I hope to recover all monies owed to all Ivy Network stations, their FM affiliates, and several others outside Ivy. As our legal budget is only several thousand dollars, we hope not to have to pursue this step any further.

5) I have personally visited with each of our Eastern clients to inform them of this situation. It would be unfortunate if any of our clients were to become involved in this matter.

I hope you understand our reasons for taking these steps. I cannot allow the Network to continue to function as it has in the past. I am also extremely upset with the bad deal that individual stations have received, and am willing to commit whatever resources we have to dealing with the matter.

I cannot emphasize how upset I was to find out that this situation is so widespread. In a business that is essentially friendly, it escapes me how so much ill-will has been generated. The number of people in the Network that want us to take harsh action is almost unbelievable, and that number is growing. Stations outside the Network are worse, and anxious to settle their accounts, too. Most don't have the money to take independent action.

I trust that the problems can be resolved over the summer. I will be out of town all summer, but Mark and both lawyers will be working with you to straighten things out. He will be living in New Haven, but cannot be reached at the office during working hours because he has another job in town. You can call him at home, if necessary, during evenings at (203) 624-9379. I hope that we get some word from you soon, and that this is cleared up so we can start working on arrangements for the coming school year.

Sincerely,

S.L. Maier

SLM:kk
cc: MJH
DKS
KG
GS

